

COMPARISON OF COMPETITIVE PROCUREMENT METHODS

FACTOR	CSP	CSB	MSSB	NAUCSB
Is Control Agency Approval Needed to Use this Method?	Yes ①	No ①	Yes	Yes
Basis for Making an Award?	Best Value ②	Low Bid	Low Bid	Low Bid
Must Technical & Financial Responses be Separately Submitted?	Yes	NA	Yes	NA
Are Technical & Financial Responses Due at the Same Time? ③	No*	NA	No**	NA
Is There a Public Opening of the Bid/Offer or Proposal?	No	Yes	Yes ④	No
Does Responsiveness Apply to the Financial Response?	No	Yes	Yes	Yes ⑤
Does the Concept of Responsibility Apply?	Yes	Yes	Yes	Yes
Are Clarifications Permitted?	Yes	No ⑥	Yes ⑦	Yes
Are Discussions Permitted?	Yes	No	Yes ⑧	Yes ⑨
Are Best and Final Offers (BAFOs) Permitted?	Yes	No	No	No

KEY: CSP - Competitive Sealed Proposals; CSB - Competitive Sealed Bidding; MSSB - Multi-Step Sealed Bids
 NAUCSB - Negotiated Award after Unsatisfactory Competitive Sealed Bidding;
 NA - Not Applicable (there is no technical response)

- ① CSP is the preferred method for Human, Social, Cultural, Educational or Real Estate Services, so Control Agency approval is not needed to use CSP for these services, but approval is needed to use **CSB** for these same services.
- ② Most Advantageous Offer, also known as Best Value
- ③ The solicitation must state if the financial response is due at the same time as the technical response, or whether the financial response is to be submitted at a later time from only technically qualified vendors.
 - * For CSP usually the technical and financial responses are due at the same time.
 - ** For MSSB often the financial response is due after the technical response, only from vendors that are technically qualified.
- ④ Only for the Financial Offer, not the Technical Offer
- ⑤ Not strict; there is some flexibility to verify information
- ⑥ Can clarify issues of Responsibility, not Responsiveness
- ⑦ Applies to the technical offer only; clarification of the Financial Offer is not Permitted
- ⑧ To a limited degree on the Technical Offer; discussions regarding the Financial Offer are not permitted.
- ⑨ Not usually, but discussions can be held if the Procurement Officer determines that there is a compelling need.